

Message Text

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ACTION EA-14

INFO OCT-01 ISO-00 NSCE-00 EUR-25 CAB-09 CIAE-00 COME-00

DODE-00 EB-11 INR-10 NSAE-00 RSC-01 FAA-00 MC-02

PM-07 H-03 L-03 NSC-10 PA-03 PRS-01 SPC-03 SS-15

USIA-15 ACDA-19 IO-13 SAJ-01 DRC-01 OMB-01 /168 W

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R 240615Z SEP 73

FM USLO PEKING

TO SECSTATE WASHDC 766

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 1114

E.O. 11652: GDS

TAGS: ETRD, BTRA, ETRN, CH

SUBJ: VISIT TO PEKING OF BOEING EXECUTIVES

REF: A) PEKING 1037 B) STATE 179517

1. BOEING EXECUTIVES (LISTED REF B) HAD APPARENTLY SUCCESSFUL VISIT TO PEKING SEPT 12 TO 16. WHILE NOTHING CONCRETE DEVELOPED RE FUTURE SALES, OFFICIALS OF CHINA NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION (MACHIMPEX) AND CHINESE CIVIL AVIATION ADMINISTRATION (CAAC) DID MAKE FRIENDLY REMARKS SUGGESTING LONG TERM RELATIONSHIP WITH BOEING. AS GUESTS OF CHINESE, BOEING OFFICIALS WERE TREATED WARMLY TO MUCH SIGHTSEEING AND GOOD FOOD.

2. BOEING EXECUTIVES CALLED AT USLO, ATTENDED BRUCE COCKTAIL PARTY, AND USLO OFFICERS WERE PRESENT AT BOEING'S RECIPROCAL BANQUET TO MACHIMPEX AND CAAC.

3. BOEING EXECUTIVES BELIEVE FIRST 707 WILL GO INTO SERVICE BETWEEN PEKING AND SHANGHAI, AND THAT ROUTE WILL BE EXTENDED TO CANTON AFTER CHINESE CREWS GAIN EXPERIENCE IN HANDLING AND SERVICING. AT BANQUET, HIGH LEVEL CAAC OFFICIAL
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DECLINED TO COMMENT ON WHEN CAAC WILL EXPAND INTERNATIONAL

SERVICE, BUT LOWER LEVEL CAAC OFFICIAL SAID "PRETTY SOON NOW THAT WE HAVE OUR 707S."

4. ACCORDING TO BOEING VICE PRESIDENT B.H. MILLER, CHINESE HAVE PROBABLY DECIDED ON PURCHASE OF SUPER FRELON HELICOPTERS FROM FRENCH. HE SAID THAT HEAD OF PRC DELEGATION NOW IN PARIS IS IMPORTANT INDIVIDUAL WHOSE PRESENCE CAN ONLY MEAN THAT SIGNING IS IMMINENT. MILLER BELIEVES, HOWEVER, THE PRC WILL ALSO BUY HELICOPTERS FROM OTHER SUPPLIERS AND IS HOPEFUL THAT BOEING CAN MAKE SALE. ASKED WHETHER HE THOUGHT USLO REPRESENTATION TO MACHIMPEX MIGHT IMPROVE CHANCES OF US SALE, HE SAID HE BELIEVED IT WOULD BE BETTER IF USG STAYED OUT OF THE PICTURE.

5. BOEING CHAIRMAN T. A. WILSON, IN HIS CAPACITY AS OFFICER OF NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) CALLED ON LI YUNG-TING, VICE CHAIRMAN OF CHINA COUNCIL FOR PROMOTION OF INTERNATIONAL TRADE (CCPIT). DISCUSSION, ACCORDING TO WILSON, WAS NON-SUBSTANTIVE. WILSON EXPRESSED APPRECIATION FOR DECISION TO PERMIT NCUSCT TO ATTEND THE CANTON FAIR. LI DISCUSSED CCPIT'S FUNCTIONS AND NOTED THAT IT IS "COUNTERPART" TO NCUSCT. ON TRADE EXHIBITIONS, WHICH WILSON SAID WAS TOUCHED ON BRIEFLY, LI SAID IT WILL BE SOME TIME BEFORE A CHINESE EXHIBIT COULD BE MOUNTED IN THE US, AND ALSO INDICATED THAT ANY PLANS FOR US AND PRC EXHIBITS WOULD HAVE TO BE RECIPROCAL. BRUCE

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